Industry Profiles

Wholesale Trade Industry

Alberta Human Resources and Employment

Overview:

The Wholesale Trade industry[1] in Alberta includes wholesaler-distributors, agents and brokers of goods such as:

- Farm products
- Petroleum products
- Food, beverage and tobacco products
- Personal and household goods
- Motor vehicles and parts
- Building materials and supplies
- Machinery and equipment

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[1] Based on Statistics Canada Labour Force Historical Survey data and projections for the North American Industry Classification System (NAICS) major group 41.

Section A – Business Environment

1. Employment and Unemployment Numbers and Rates

All numbers are based on annual averages in 2005

- Employed Albertans = 1,784,400 people
- Albertans employed in Wholesale Trade = 66,500 people
- This industry employs about 3.7% of all employed Albertans
- Unemployed Albertans = 73,100 people
- Albertans unemployed in Wholesale Trade = 1,700 people
- Alberta's unemployment rate = 3.9%
- Wholesale Trade unemployment rate = 2.5%

For more information on employment numbers or for a historical comparison, go to the Labour Force Survey or Statistics Canada websites.

2. Industry Growth:

- The Wholesale Trade industry is expected to grow on average 1.6% annually from 2005 to 2010.
- Employment is expected to increase to 71,138 by 2010.
- This industry will provide 3.0% of new jobs in Alberta between 2005 and 2010.

Adapted from the Alberta Modified COPS Outlook (2005-2010).

Industry Productivity

- Contributed $57.46 Real Gross Domestic Product (GDP) per hour worked in 2004 or $116,153 Real GDP per worker.
- In comparison, Alberta's Real GDP was $39.60 per hour worked or $73,549 Real GDP per worker.

For more information see the Labour Productivity in Alberta report online.

Outlook

The Alberta Occupational Demand and Supply Outlook forecasts a supply shortage for the Sales Representative in Wholesale Trade occupation every year between 2005 and 2010, and a supply shortage for Technical Sales Specialists in Wholesale Trade beginning from 2006 to 2015.

With the emergence of the just-in-time system, where goods are produced and shipped on demand to reduce warehousing needs, inventories are often kept at a minimum to reduce overall costs. The dynamics of the industry are changing as new ways of delivering goods are developed. Growth in e-commerce is fuelling a strong trend toward delivering directly from the factory to the consumer. With the help of information technology, the gap between producers, wholesalers and the general public is closing.

The Scotiabank Group predicts that energy projects will continue to attract huge domestic and international investment. Service companies in Wholesale Trade that cater to the mega projects will also benefit. They see continued growth in the Wholesale and Retail Trade industries.

3. Company Size

Establishment Size	Alberta Businesses		Trade*	
Less than 20 employees	505,700	35.0%	100,800	40.7%
20 to 99 employees	501,600	34.7%	95,700	38.7%
100 to 500 employees	278,200	19.2%	43,900	17.7%
Over 500 employees	161,200	11.1%	7,000	2.8%

Data Source: Labour Force Survey Historical Review 2005, Statistics Canada
*Both Wholesale and Retail Trade are included in these numbers

Section B: Human Resources Profile

1. Occupational Information:

Some examples of occupations that can be found in the Wholesale Trade industry include:

- Shipper and Receiver
- Technical Sales Representative
- Truck Driver
- Direct Distributor
- Auctioneer

For a complete listing of all occupations related to this industry as well as detailed information on educational and skill requirements, visit the Alberta Occupational Profiles website.

2. Demographics: Age and Gender

Gender in the Wholesale Trade industry:

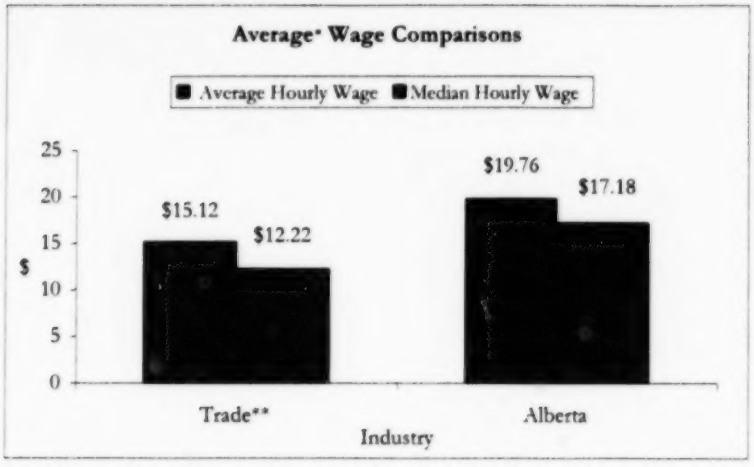
- Women employed: 17,700 people (26.6%)
- Men employed: 48,800 people (73.4%)

In comparison, women comprise 45% of the total employed in Alberta and men make up 55% of the employed.

Age Characteristics	Alberta Employees		Wholesale Trade Industry Employment	
	Number	%	Number	%
15- 24 years	311,800	17.5%	8,200	12.3%
25-54 years	1,236,400	69.3%	50,400	75.8%
55 years and over	236,200	13.2%	7,900	11.9%

Data Source: Labour Force Survey Historical Review 2005, Statistics Canada

3. Wages



Data Source: Labour Force Historical Review 2005, Statistics Canada
*Average represents the arithmetic mean
** Wages include both Wholesale and Retail Trade

Wage and Salary Information for Selected Occupations

Occupation	Average* Hourly Wage			Overall Average Salary
	Starting	After 3 years	Top	
Senior Managers - Trade, Broadcasting and Other Services, n.e.c.**	N/A†	$ 37.97	$ 42.89	$ 89,444
Purchasing Agents and Officers	$ 17.19	$ 20.74	$ 33.84	$ 49,377
Cashiers	$ 8.24	$ 10.33	$ 14.86	$ 15,415

Data Source: 2005 Wage and Salary Survey
*Average represents the arithmetic mean
**Not elsewhere classified
†N/A due to insufficient response

For more information on wages, job descriptions, duties, required skills and educational requirements for specific occupations in the Wholesale Trade industry see the Wage and Salary Survey online.

Section C: Additional Information

1. Links to Selected Industry Associations:

- Canadian Council of Grocery Distributors

2. Link to Government Library Database:

http://acscinfolink.gov.ab.ca/libraries/workplace/